

Message Text

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ACTION EB-07

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FAA BRUSSELS

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FROM RCAA DWOR

DEPARTMENT PASS COMMERCE FOR COHEN, HALE, MYERS:

FAA FOR CARY AND CARMICHAEL; EXIMBANK

E.O. 11652: N/A
TAGS: EAIR, BEXP, KU
SUBJ: KUWAIT AIRWAYS FLEET EXPANSION; 1976 SALES FOR REGION

REF: KUWAIT 5518

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1. HIGHLY RELIABLE US AEROSPACE SOURCES INDICATE KUWAIT
AIRWAYS TYPE-SELECTION DECISION FOR NEW WIDEBODIED AIRCRAFT
HAS SLIPPED TO DECEMBER 31 OR VERY EARLY JANUARY 1977, AND
CONTINUES TO APPEAR NARROWED TO HEAD-TO-HEAD COMPETITION
BETWEEN FOLLOWING: TWO TO THREE BOEING 747-269B COMBIS, VALUED
AT \$100-\$150 MILLION; OR THREE LOCKHEED-CALIFORNIA L-1011-200

TRISTARS, VALUED AT \$105 MILLION, FOR DELIVERIES SPRING 1978.

2. KUWAIT AIRWAYS CHAIRMAN FULAIJ INDICATES TO RCAA THAT AIRLINE NET PROFIT FOR YEAR ENDING DECEMBER 31, 1976 SHOULD APPROXIMATE \$20 MILLION BUT WITH SOME NARROWING PROFITABILITY 1977 DUE AIRCRAFT LEASING REQUIREMENTS (ONE WETLEASED WIDEBODY; TWO WETLEASED 707-320C).

3. APART FROM KUWAIT AIRWAYS, US JET TRANSPORT SALES FOR REGION (INCLUDING ACCEPTED LETTER PORPOSALS) 1976 TO DATE NOW TOTAL \$758 MILLION, AS AGAINST RCAA 1976 FORECAST \$800 MILLION. POSSIBILITY EXISTS OLYMPIC AIRWAYS MAY ACCEPT LETTER PROPOSAL FOR THIRD BOEING 747-284B, VALUED AT \$45 MILLION, BEFORE END OF MONTH, WHICH WOULD PUSH TOTAL US SALES TO \$803 MILLION FOR THE YEAR. BEAUDRY

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